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**Printed : 5/31/2018 3:16 PM EST**

**Real Estate Education Committee**

**06/07/2018 09:30 AM**

861 Silver Lake Blvd., Cannon Building  
Second Floor Conference Room A  
Dover, DE 19904

Posted: 5/31/2018 NW



CANNON BUILDING  
861 SILVER LAKE BLVD., SUITE 203  
DOVER, DELAWARE 19904-2467

**STATE OF DELAWARE**

**REAL ESTATE COMMISSION  
REAL ESTATE EDUCATION  
COMMITTEE**

EMAIL: [CUSTC](mailto:CUSTC)

**AGENDA**

(Amended items are noted with an asterisk)

**I. Call to Order**

**II. Review and Approval of Minutes - May 5, 2018**

**III. Unfinished Business**

- A. Ratification of Instructor Re-application for Dominic Balascio

**IV. New Business**

- A. Update from Commission
- B. Review of Course Provider Application(s)\*
  - 1. The CE Shop, Inc.
    - a. Uncle Sam has Homes for Sale: Listing and Selling HUD Homes - Mod 7: 3 hrs
    - b. Roadmap to Succss: Business Planning for Real Estate Professionals - Mod 7: 3 hrs
    - c. Enhance Your Brand and Protect Your Clients with Data Privacy and Security - Mod 7: 3 hrs

2. Association of REALTORS School
  - a. Accredited Buyer Representation (ABR) - Mod 6 and 7: 6 hrs
  - b. Short Sales and Foreclosures (SFR) - Mod 6 and 7: 6 hrs
  - c. Senior Real Estate Specialist (SRES) - Mod 6 and 7: 6 hrs
  - d. Seller Representative Specialist (SRS) - Mod 6 and 7: 6 hrs
  - e. Effective Negotiating for RE Professionals - Mod 6 and 7: 6 hrs
3. OMEGA Real Estate School
  - a. Core Modul 1-Agency, Fair Housing & Ethics - Mod 1: 3 hrs
  - b. Core Module 2-The Agony, Ecstasy & Ethics of Co-Broking - Mod 2: 3 hrs
  - c. Core Module 3-The Agreement of Sale & the Listing Agreement - Mod 3: 3 hrs
  - d. Core Module 4-How Has Technology Impacted the Real Estate Business - Mod 4: 3 hrs
  - e. Core Module 7-Non-Verbal Sales Strategies - Mod 7: 3 hrs
  - f. New Licensee Module 1-Your Promise to Professionalism - 3 hrs
  - g. New Licensee Module 2-The Agreement of Sale - 3 hrs
  - h. New Licensee Module 3-The Delaware Statewide Listing Agreement - 3 hrs
  - i. New Licensee Module 4-Real Estate Professionalism - 3 hrs
4. Long & Foster Institute of Real Estate
  - a. Realtor Safety and Self Defense - Mod 7: 3 hrs
  - b. Delaware 99-Hr Pre-Licensing Course
5. Ward & Taylor
  - a. Agency and Fair Housing - Mod 1: 3 hrs
  - b. Real Estate Jeopardy-Real Estate Documents & Practices - Mod 3 and 6: 3 hrs

- c. Real Estate Jeopardy-Office Management & Legislative Issues - Mod 4 and 5: 3 hrs
- d. Disclosures - Mod 5: 3 hrs
- 6. Delaware Association of REALTORS
  - a. Agency & Fair Housing - Module 1: 3 hrs
  - b. Not Your Mother's Ethics Class! - Mod 2: 3hrs
  - c. Ethics-Pricing, Offers, and Advertising - Module 2: 3hrs
  - d. Professional Standards - Mod 2: 3 hrs
  - e. Real Estate Documents - Mod 3: 3hrs
  - f. First Time Home Buyers-Guiding a Buyer into a First Home - Mod 3: 3 hrs
  - g. Introduction to Commercial Real Estate - Mod 5: 3 hrs
  - h. What Every Agent Should Know-Pricing Property, Rental & Property Management - Mod 6 or 7: 3 hrs
  - i. Understanding Older Homes and Their Peculiarities - Mod 7: 3 hrs
  - j. zipForm Fundamentals-Master Your Free zipForm Member Benefits - Mod 3 or 7: 3 hrs
  - k. Delaware State Housing Authority-Home Buyer Purchase Program - Mod 7: 3 hrs
  - l. Safety Course for Real Estate Professional - Mod 7: 3 hrs
- C. Review of Instructor Application(s)\*
  - 1. Martha Lowe - Renewal
  - 2. Henry Wooding - Update to Current Approval
  - 3. Walter Taraila - Re-application
  - 4. Tracie Baichi - New Application
  - 5. Matt Mittman - New Application
  - 6. Andrew Wetzal - Re-application
  - 7. Laura Clark Prasad - New Application
- D. Review of Student Request for CE Approval

## **V. Correspondence**

**VI. Other Business before the Committee (For Discussion Only)****VII. Public Comment****VIII. Next Meeting - July 5, 2018****IX. Adjournment**

**Please Take Note:** To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

**MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500  OR EMAIL [customerservice.dpr@state.de.us](mailto:customerservice.dpr@state.de.us) IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.**